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Bridge & Tank Company of Canada Limited

Nineteen Sixty-Six Annual Report



Front cover: Completion of the first of four boiler units for the Lambton Generating Station for Ontario Hydro, comprising a total of 18,300 tons of structural steel and platework.

Below: International Nickel's Frood-Stobie Mill complex with crusher building and concentrator building under construction. Total weight of structural steel and platework 5,000 tons.



### **OPERATING DIVISIONS (Partial List)**

### **DIRECTORS**

Marsh A. Cooper Toronto
J. A. Gairdner Toronto
J. H. Gairdner Toronto
J. S. Gairdner Toronto
Dr. R. L. Hearn Toronto
Dr. W. F. James Toronto
Victor L. Johnson New York
Harry B. Martin Toronto
D. A. McIntosh Toronto
John D. Park Toronto
W. J. R. Paton Montreal
H. I. Price Toronto
Trumbull Warren Hamilton

### **OFFICERS**

J. A. Gairdner Chairman of the Board J. H. Gairdner Vice-Chairman of the Board John D. Park President W. B. Nicol Senior Vice-President Assistant to President C. E. Kaddy Executive Vice-President and General Manager J. A. Durfey Vice-President-Finance, and Treasurer V. G. Lamont Vice-President T. B. Judd Secretary

HAMILTON BRIDGE DIVISION Hamilton C. E. Kaddy General Manager

BRIDGE & TANK WESTERN LTD. Winnipeg A. Fraser MacDonald General Manager

RHEEM CANADA LIMITED Hamilton Trumbull Warren President W. R. Shivas General Manager

VULCAN MACHINERY & EQUIPMENT LTD.
Winnipeg
A. G. Cogman
General Manager

FORD-SMITH MACHINE COMPANY LIMITED Hamilton D. Giglia

D. Giglia General Manager

FORD-SMITH COMPAGNIE LIMITEE Montreal D. Giglia General Manager

B. A. Dawson
Branch Manager

FORAN'S CRANE &
EQUIPMENT SERVICE LIMITED
Hamilton
James Foran
General Manager

DEMCO LTD. Saint John, N.B. G. J. De Courville President

### **TRANSFER AGENTS**

**ROYAL TRUST COMPANY** 

### **ADMINISTRATIVE OFFICES**

390 Gage Avenue North, Hamilton, Ontario

# TO THE SHAREHOLDERS OF BRIDGE & TANK COMPANY OF CANADA LIMITED

Dear Sir or Madam.

On behalf of the Board of Directors of Bridge & Tank Company of Canada Limited, I take pleasure in submitting herewith the audited Consolidated Balance Sheet of your company for the year ending December 31, 1966 and the Consolidated Statements of Earnings and Earned Surplus for the year ending the same date. I shall also give a summary of the company's operation for the past year.

### **EARNINGS**

During this period the company earned \$345,305. This result is after writing off depreciation of \$498,513. Hence, the cash flow for the year before providing for dividends or new expansion amounted to \$843,818.

Your company suffered considerable hardships throughout 1966 because of the inflationary effect brought about by a scarcity of labour in the Hamilton area. The physical facilities in the plant were capable of producing 50% more than was actually delivered. The full capacity of the plant was sold but could not be produced due to the manpower shortage. This situation created greatly increased operating costs due to considerable overtime required to produce goods in accordance with a promised schedule, higher inventories than normal since the raw materials were ordered to meet the promised schedule, and higher cost of training personnel due to the rapid turnover. We estimate that our costs during the year were approximately \$500,000 higher than would have been the case had sufficient manpower been available to produce the work on schedule. The manpower problem appears to be corrected at the present time and we do not anticipate this problem in 1967.

### **WORKING CAPITAL**

Our net working capital at the end of 1966 amounted to \$2,889,984. Our policy will continue to be to maintain a healthy working capital condition to cover any contingency.

### **MODERNIZATION**

The modernization program at the Hamilton Plant was completed shortly after

mid year. The result of this program was to increase productivity in the shop so as to be competitive under modern day production methods for the fabricated beams, specialized steel girders and sophisticated fabricated structural shapes now being designed by architects and bridge designers.

### HAMILTON BRIDGE DIVISION

The backlog of work at the Hamilton Plant amounts to \$11,702,404. Of this amount, approximately \$9,118,103 consists principally of structural steel, which is being produced in an economical manner as a result of our new modernization program. The Machine Shop is booked to capacity with heavy machining operations for steel mills and other heavy industry in the Hamilton area. We should have an excellent year if there is no repetition of the critical labour shortage that occurred during 1966.

### BRIDGE & TANK WESTERN LTD.

(100% owned)

This company is engaged in the manufacture of structural steel and in specialty heavy engineering products such as pressure vessels, tanks, flotation cells and other equipment required for the mining industry, and specialized equipment required for the grain trade.

This division had a profitable year and we expect considerable improvement in 1967.

### VULCAN MACHINERY & EQUIPMENT LTD. (100% owned)

This company engages in the sale of heavy construction equipment such as tractors, graders, rollers, etc. in the Winnipeg area. It is now operating out of a modern building, which has been designed specifically as a sales agency for machinery. This company is actively pursuing agencies for new lines of equipment to increase the volume of business of the company.

Operations of this company during the past year resulted in a loss of \$66,000. However, substantial orders were taken during the latter portion of the year for delivery in the spring of 1967, so we are anticipating a profitable operation for 1967.

### FORD-SMITH (100% owned)

This company engages in the sale of hydraulic hoists, fifth wheels, grinding machines and rollers for the construction industry in Quebec, Ontario and Manitoba. An aggressive sales force has been organized to carry out this work.

### RHEEM CANADA LIMITED (50% owned)

This company manufactures drums and steel shipping containers for the petroleum, food and chemical industries, transformer cases for the electrical industry, and water heaters for domestic use. Sales for the year in this division were in excess of \$5,000,000 but the net profit was squeezed by the increased costs in material and labour. Operations are being carried out in an efficient manner and we look forward to an improvement in profits in the coming year.

### BRITISH ROPEWAY DIVISION OF BRIDGE & TANK

During the past year, a cableway was installed at the Canadian National Exhibition at a cost of approximately \$600,000. A cableway of similar design was sold for Expo '67 at a cost of \$850,000. This division has also contracted for the sale and installation of the Gyrotron at Expo '67 which has an installed cost of approximately \$800,000. We are gaining experience in the design and construction of these cableways and monorails and feel confident that we will be in a position to capitalize on the growth of a market in this area.

### MECHANICAL CONTRACTING DEPARTMENT OF BRIDGE & TANK

The Mechanical Contracting Department has completed installation of mechanical equipment and piping for a fertilizer plant in Welland, Ontario, and for a fish processing plant in Newfoundland. From the experience we have gained during the past year with this Department we believe that there will be considerable work of a profitable nature in the current year.

#### **ENGINEERING**

A new company called Resources Engineering of Canada Limited has been organized to do engineering consulting work in the electrical, chemical and

civil engineering fields. Your company owns 51% of Resources Engineering, with the balance of the company being owned by the senior engineering personnel of the firm.

Resources Engineering has been in operation for approximately nine months and has been very successful in their field. Typical jobs being pursued by Resources Engineering include a study for a harbour in Guatemala, a paper mill in Eastern Canada, a study of Development of Water Resources in Western Newfoundland, and a Helium Extraction Plant for Saskatchewan.

We have a group of highly trained engineers and an experienced staff of consultants, so are in a position to provide turnkey jobs consisting of engineering, supply of material and labour for construction of complete chemical plants, mining installations, smelters and other heavy engineering installations.

### **MISCELLANEOUS**

Your company purchased Foran's Crane & Equipment Service Limited in the second quarter of the year. This company operates a fleet of construction rental equipment with major emphasis on cranes. This same equipment can be used to advantage by our own erection division and is rented to third parties when not in use. Operations of this subsidiary were quite satisfactory.

A small sales company called Demco Ltd. was also organized in March of 1966 to market engines, generators and marine equipment. Your company owns 51% of Demco with the remaining 49% owned by the General Manager of the company. Organization expenses were recovered during the first nine months of operation and the company ended its first nine months with a profit. We have an aggressive management for this company and expect a successful year for 1967.

#### **OUTLOOK FOR 1967**

The market for structural steel continues to be very competitive. However, as a result of the modernization program, your company is in a position to be competitive. We believe that the labour unrest and migration which occurred during 1966

will not recur in 1967, so we are anticipating a substantial increase in earnings for the coming year.

#### **DIVIDEND POLICY**

There was a reduction in the working capital of your company due to the acquisition of Foran's Crane, the formation of Resources Engineering and the modernization program. Therefore, on the preferred shares, we propose to continue a double dividend payment consisting of one regular dividend plus one arrears until the inventory position is corrected and our working capital position will allow the balance of arrears to be eliminated by a lump sum payment. The balance of arrears on the preferred has now been reduced to approximately \$185,000.

Yours very truly,

gastanona.

J. A. Gairdner, Chairman of the Board

40 ton coil handling crane with 96' span — for a large steel mill.



This giant custom-built welding manipulator, the biggest in Canada, was installed in the Hamilton plant and is capable of welding 100 inches per minute and lifting its boom 24 feet above the floor.



### **BRIDGE & TANK**

### **COMPANY OF CANADA LIMITED**

and Subsidiary Companies

Consolidated Balance Sheet December 31, 1966 with comparative figures for 1965

| ASSETS   | 1966         | 1965   |
|--|--------------|--|
| CURRENT ASSETS:  | 1000         | 1303   |
| Cash   | \$ 102,699   | \$ 101,957   |
| Marketable securities at cost (1966, market value \$319,130)   | 378,785      | 178,654  |
| Accounts receivable  | 4,682,544    | 2,833,242  |
| Conditional sales contracts due within one year  | 43,610       | 47,347   |
| Mortgage instalment due within one year, and accrued interest  |              |  |
| Inventories, valued at the lower of cost or net realizable value   | 40,511       | 55,380   |
|  | 9,092,584    | 6,879,160  |
| Deposits on contracts (1966, including securities at cost \$44,908; market   | 55.400       | 470.540  |
| value \$37,835)  | 55,168       | 479,516  |
| Prepaid expenses Prepaid expenses  | 76,284       | 44,277   |
| TOTAL CURRENT ASSETS   | 14,472,185   | 10,619,533   |
| Special refundable tax   | 39,144       | _  |
| Conditional sales contracts  | 7,854        | 86,387   |
| Mortgage receivable  |              | 52,359   |
| Funds provided for the purchase of preference shares   | 60,000       | Marketin   |
| Investment in and advances to non-consolidated subsidiaries (note 1):  |              |  |
| Common shares, at cost   | 1,158        | _  |
| Advances   | 10,522       | -  |
|  |              |  |
|  | 11,680       |  |
| Fixed assets, less accumulated depreciation (note 2):  |              |  |
| Buildings, machinery and equipment   | 12,371,221   | 9,621,971  |
| Less accumulated depreciation  | 6,401,289    | 5,161,515  |
|  | 5,969,932    | 4,460,456  |
| Land   | 319,032      | 286,790  |
|  | 6,288,964    | 4,747,246  |
| Deferred charges, less amounts written off   | 90,440       |  |
| Excess of cost of investment in a wholly-owned subsidiary over underlying  | 00,170       | 2 1  |
| net book value at date of acquisition  | 216,845      | Name of the last o |
| Financing and organization expenses, less amounts written off  | 42,700       | 45,648   |
| The state of the s |              |  |
|  | \$21,229,812 | \$15,551,173   |

### **AUDITORS' REPORT TO THE SHAREHOLDERS**

We have examined the consolidated balance sheet of Bridge & Tank Company of Canada Limited and subsidiary companies as of December 31, 1966 and the consolidated statements of earnings and earned surplus for the year ended on that date. Our examination of the financial statements of Bridge & Tank Company of Canada Limited and those subsidiaries of which we are the auditors included a

general review of the accounting procedures and such tests of accounting records and other supporting evidence as we considered necessary in the circumstances. We have relied on the report of the auditors who have examined the financial statements of the other subsidiaries. In our opinion the accompanying consolidated balance sheet and consolidated statements of earnings and earned surplus present fairly the financial position of the companies at December 31, 1966 and the results of their operations for the year ended on that date, in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Peat, Marwick, Mitchell & Co., Chartered Accountants.

Hamilton, Ontario

February 8, 1967



| LIABILITIES   | 1966         | 1965         |
|---|--------------|--------------|
| CURRENT LIABILITIES:  | 1900         | 1903         |
| Bank indebtedness (1966, secured \$4,344,582)                                 | \$ 4,596,982 | \$ 2,879,552 |
| Accounts payable and accrued charges  | 3,099,034    | 2,227,602    |
| Current portion of long term debt (note 3)                                    | 553,134      | 253,648      |
| Advance billings on uncompleted contracts                                     | 2,844,734    | 771,359      |
| Income taxes payable  | 238,388      | 74,293       |
| Other taxes payable   | 249,929      | 158,801      |
| Dividend payable  | _            | 46,425       |
| TOTAL CURRENT LIABILITIES   | 11,582,201   | 6,411,680    |
| Possible claims under product guarantees                                      | 94,097       | 75,328       |
| ong term debt (note 3)  | 1,779,578    | 1,526,973    |
| Minority interest in capital stock and earned surplus of subsidiary companies | 978,004      | 858,392      |
| Shareholders' equity:   |              |              |
| Capital stock (note 4):   |              | *            |
| 32,017, \$2.90 Sinking Fund Preference shares, par value \$50 each            | 1,600,850    | 1,600,850    |
| 1,043,694 Common shares of no par value                                       | 1,815,166    | 1,815,166    |
|   | 3,416,016    | 3,416,016    |
| Amount arising from appraisal of fixed assets (note 5)                        | 1,154,887    | 1,243,786    |
| Earned surplus (note 6)   | 2,225,029    | 2,018,998    |
|   | 6,795,932    | 6,678,800    |
| Contingent liability, notes discounted \$254,500                              |              |              |
|   |              |              |

Approved on behalf of the Board:

J. H. Gairdner, Director

John D. Park, Director

\$21,229,812 \$15,551,173

(See accompanying notes to consolidated financial statement)

Top left: Aerial cableway capable of carrying 4800 passengers per hour, installed at Canadian National Exhibition, Toronto.

Bottom left: Part of shipment of 173 grinders to Malaysia by the Ford-Smith Machine Company Limited.

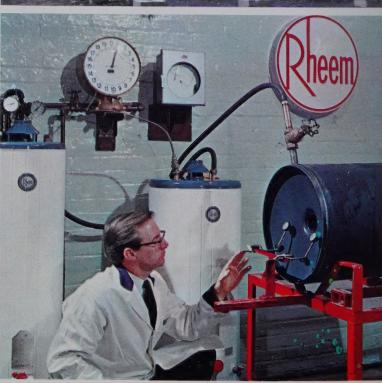
Top right: Gyrotron for Expo 67 — Breco Division are supplying the entire ride system for this spectacular amusement ride — the major attraction on La Ronde.

Bottom right: Hydrostatic tests and other quality controls assure unsurpassed performance for all Rheem water heaters.









### CONSOLIDATED STATEMENT OF EARNINGS YEAR ENDED DECEMBER 31, 1966 WITH COMPARATIVE FIGURES FOR 1965

|   | 1966         | 1965         |
|---|--------------|--------------|
| Profit from operations before the undernoted items Add: | \$ 1,399,875 | \$ 1,325,691 |
| Income from sundry investments                          | 21,581       | 26,250       |
| Profit (loss) on disposal of fixed assets               | 15,687       | (4,156)      |
| - Discount on redemption of first mortgage bonds        | 7,893        | 4,383        |
|   | 45,161       | 26,477       |
|   | 1,445,036    | 1,352,168    |
| Deduct:   |              |              |
| Interest on long term debt                              | 114,747      | 81,866       |
| Depreciation (note 5)                                   | 498,513      | 338,432      |
| Remuneration of directors, as such                      | 6,250        | 6,375        |
| Financing and organization expenses                     | 5,448        | 5,448        |
|   | 624,958      | 432,121      |
| Profit before taxes on income                           | 820,078      | 920,047      |
| Taxes on income (note 7)                                | 313,279      | 142,500      |
| Net profit before minority interest                     | 506,799      | 777,547      |
| Minority interest in profits of subsidiaries            | 161,494      | 76,120       |
| Net profit  | \$ 345,305   | \$ 701,427   |

(See accompanying notes to consolidated financial statement)

## CONSOLIDATED STATEMENT OF EARNED SURPLUS

### YEAR ENDED DECEMBER 31, 1966 WITH COMPARATIVE FIGURES FOR 1965

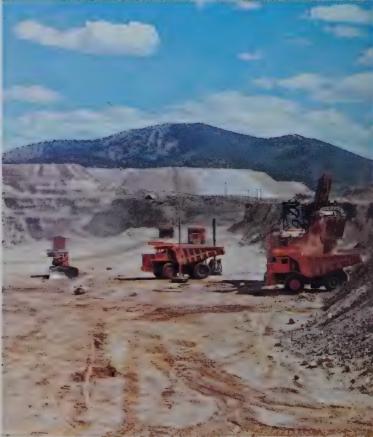
|  | 1900      | 1905         |
|--|-----------|--------------|
| Amount at beginning of year  | 2,018,998 | \$ 1,378,309 |
| Add:   |           |              |
| Net profit   | 345,305   | 701,427      |
| Reduction of prior years' provisions for possible claims under product guarantees, less amount |           |              |
| applicable to minority interest  | -         | 32,112       |
| -  | 2,364,303 | 2,111,848    |
| Deduct dividends on preference shares  | 139,274   | 92,850       |
| Amount at end of year  | 2,225,029 | \$ 2,018,998 |
|  |           |              |

(See accompanying notes to consolidated financial statement)

Left: Final assembly of 46 gal. open-head drums — one of a wide line made by Rheem Canada Limited.

Below: Two 75 ton LeTourneau Westinghouse Haulpaks — sold by Vulcan Machinery & Equipment Ltd., Winnipeg.





## NOTES TO CONSOLIDATED FINANCIAL STATEMENT

### **DECEMBER 31, 1966**

| <ul> <li>(1) The consolidated financial statement includes the of all subsidiary companies except two which wholly-owned and are excluded because they commenced operations.</li> <li>(2) Fixed assets are stated as follows:</li> </ul>  | ch are not                          |
|---|-------------------------------------|
| Buildings, machinery and equipment:  On the basis of an appraisal report by Stone & Webster Engineering Corporation, dated January 29, 1954, with subsequent additions at cost, less accumulated depreciation \$2,585,903  At cost, less accumulated depreciation \$3,735,161  At values determined by the Board of Directors of a subsidiary company, as of August 31, 1955, with subsequent additions at cost, less accumulated depreciation \$80,225 | \$3,303,066<br>2,615,101<br>51,765  |
|   | \$5,969,932                         |
| Land: On the basis of an appraisal report by Lounsbury & Lounsbury Ltd., dated Jan- uary 18, 1954 At cost   | \$ 142,980<br>176,052<br>\$ 319,032 |
| (3) The long term debt is made up as follows:  Conditional purchase contracts, lien notes and other secured notes  6% Mortgage, payments commencing in 1968 and maturing on April 1, 1969   | \$ 999,212<br>95,000<br>1,094,212   |
| Less amounts due within one year, included in current liabilities   | 553,134<br>541,078                  |
| Bridge & Tank Company of Canada Limited: 51/4 % First Mortgage Sinking Fund Bonds Series A due March 1, 1974 \$2,500,000 Less redeemed and cancelled 1,353,000  | 1,147,000                           |
| Bridge & Tank Western Ltd.: Twenty-Year Sinking Fund First Mortgage Bonds:  |                                     |
| 4½% bonds due Novem-<br>ber 1, 1967 600,000<br>Less redeemed and cancelled 530,500<br>69,500  |                                     |
| Sinking fund cash held by trustee 29,500  | 40,000                              |
| 5½% bonds due April 1,1973 400,000<br>Less redeemed and can-  | 10                                  |
| celled or held by parent  |                                     |
| company 348,500   | 51,500                              |

The trust deed securing the 51/4 % First Mortgage Sinking Fund Bonds Series A of Bridge & Tank Company of Canada Limited requires a payment in cash or in Sinking Fund Bonds to the Trustee of not less than \$136,106 on March 1, 1967. This requirement has been met at December 31, 1966.

The trust deed securing the Twenty-Year Sinking Fund First Mortgage Bonds of Bridge & Tank Western Ltd. requires payments in cash or in Sinking Fund Bonds to the Trustee of \$40,000 in respect of the 4½% bonds on November 1, 1967 and \$20,000 in respect of the 5½% bonds on April 1, 1967. The requirement in respect of the 5½% bonds at April 1, 1966 was short to the extent of \$4,500.

(4) Capital Stock:

\$1,779,578

| (a) |                              | Snares    | Amount   |
|-----|------------------------------|-----------|--|
|     | Authorized:                  |           | The state of the s |
|     | Preference shares, par value |           |  |
|     | \$50 each                    | 192,467   | \$9,623,350  |
|     | Less redeemed to date        | 450       | 22,500   |
|     | Authorized for issuance      | 192,017   | \$9,600,850  |
|     | Common shares of no par      |           |  |
|     | value                        | 3,000,000 | \$ —   |
|     | Issued:                      |           |  |
|     | \$2.90 Sinking Fund Prefer-  |           |  |
|     | ence shares                  | 32,467    | \$1,623,350  |
|     | Less redeemed to date        | 450       | 22,500   |
|     | Issued and outstanding       | 32,017    | \$1,600,850  |
|     | Common shares issued and     |           |  |
|     | outstanding                  | 1,043,694 | \$1,815,166  |
|     |                              |           |  |

- (b) The issued preference shares are non-participating and carry a fixed cumulative dividend of \$2.90 per share per annum. The shares are redeemable at \$51 per share.
- (c) Under the terms of the sinking fund provisions in respect of the issued preference shares, the company is required to set aside cash amounting to \$23,677 on May 1, 1967 to be used for the purchase of preference shares for cancellation.

\$1,243,786

88,899

\$1,154,887

(5) Changes in the amount arising from appraisals of fixed assets are as follows: Amount at December 31, 1965 Deduct:

Reduction in appreciation of fixed assets for the year ended December 31, 1966, credited to accumulated depreciation, (exclusive of depreciation of \$498,513 charged against earnings) and amounts written off in respect of disposals

Amount at December 31, 1966

(6) Dividend arrears on the \$2.90 Sinking Fund Preference shares are \$6.52½ per share or \$208,911. (continued on next page)

(7) Taxes on income are shown at the amount estimated to be payable by certain subsidiaries for the year and are after taking into consideration depreciation and other expenses (net) to be claimed for tax purposes in excess of the amounts charged to earnings. The accumulated tax reduction in respect of these items for all companies to the end of 1966 is

\$464,850, a decrease of \$34,550 for the year.

No income taxes are payable by the other companies in the consolidation because of a loss and the loss carry-forward provisions of the relative taxing statutes. Losses carried forward against 1966 profits result in tax savings of approximately \$204,000.







Top left: This vessel was fabricated by Bridge and Tank Western Ltd., at Winnipeg — 6 such units for Manitoba Market and an additional 4 units for British Columbia.

Top right: 140 ton cranes supplied by Foran's Crane & Equipment Service Limited, lifting one of 24 coal silos weighing 50 tons for installation 150 feet above grade at Lambton Generating Station.

Left: Fishing vessel serviced and outfitted by Demco Ltd. who are fully equipped to design, manufacture, supply and service equipment for the marine and fishing industries of the Maritimes.

Back Cover: 50 ton coal silos completely prefabricated and ready for installation at Lambton Generating Station.

HAMILTON BRIDGE DIVISION Offices and Plant: 390 Gage Avenue North, Hamilton, Ontario. Partial list of products: Bridges, Tank and Plate Work, Structural Steel, Long Span Joists, Bins, Storage Tanks, Steel Pressure Vessels, Elevated Steel Water Tanks, Alliance Cranes, Custom Machine Shop Services Warehouse Steel Division: Beams, Channels, Angles, Plates, Floor Plates, Round and Flat Bars

**BRECO AERIAL TRAMWAY DIVISION** Aerial Tramways, Chair Lifts, Aerial Cableways

BRIDGE & TANK WESTERN LTD. Office: Sutherland and Maple Street, Winnipeg, Manitoba. Plant: Gateway Rd. and Vulcan Ave., North Kildonan, Manitoba, Partial list of products: Structural Steel and Bridge Fabrication, General Plate Fabrication. conveying and Material Handling Equipment, 9340 Charles de Latour St., Miscellaneous Iron, Grain Handling Equipment and Custom Machine Work.

RHEEM CANADA LIMITED Head Office and Plant: 128 Barton Street West, Hamilton, Ontario. Plant: Edmonton, Alberta Partial list of products: Steel Shipping Containers, Aluminum Drums, Stainless Steel Drums, Hot and Cold Rolled Steel Drums, Special Internal Coated Drums, Transformer Cases, Domestic Gas, Electric and Oil Fired Hot Water Heaters, Range Boilers.

**VULCAN MACHINERY & EQUIPMENT** LTD.

Office and Plant: Waverley St. at McGillivray Blvd., Winnipeg 19, Manitoba. Partial list of products:

Le Tourneau Westinghouse Equipment and Parts, Le Roi Compressors, Goodman Diamond Crushers, Hetherington Berner Asphalt Plants, Yale & Towne Trojan Loaders, Hydraulic Machinery Co. Back Hoes, Chrysler Marine and Murphy Diesels, Challenge Cooke Mixers.

FORD-SMITH MACHINE COMPANY LIMITED Office and Plant:

390 Gage Avenue North. Hamilton, Ontario. Partial list of products: Grinding and Polishing Machines. "Universal" Automotive and Industrial Lifting Equipment. Fontaine Fifth Wheels. Corrosion Surveys. Amercoat Coatings.

FORD-SMITH COMPAGNIE LIMITEE Montreal 11, P.Q.

FORAN'S CRANE & EQUIPMENT SERVICE LIMITED 449 Woodward Ave., Hamilton.

Provides a complete crane rental service. Equipment ranges from 5 ton to 140 ton capacity, on wheeled and crawler machines. Services include steel and cement hoisting, machinery moving.

DEMCO LTD. St. John, N.B.

Fully equipped to design, manufacture, supply and service equipment for the marine and fishing industries of the Maritimes. In addition to expert corrosion control Demco supplies a full line of marine equipment ranging from diesel engines and electronic systems to winches and fishing nets. Through the recent acquisition of complete marine repair facilities Demco now fabricates marine gear and carries out all types of ship repairs.



